



ACTION

Our exclusive 6 Step Home Buying Program has helped more than 1000 Winnipeg'ers get out of renting & into home ownership since 2008! This booklet will help YOU too!





A Dollar Saved Is A Dollar Earned...

If you're like most renters, you're likely sick and tired of paying rent and would like to realize the dream of **OWNING** a home. Why wouldn't you when you stop and think about how much rent you're paying the landlord each month!

If you're willing to take the time to read this report (and hopefully have also watched the videos on our site - then you're on your way. We're here to let you know that **EVERYONE** can **OWN** a home. If you follow the steps in this report (and with our help), we can get you there. For some immediately and others with time and our guidance. We've helped more than 1000 people in Winnipeg and surrounding areas since 2008 get out of renting and into home ownership. **WE CAN HELP YOU TOO!** And, there's no cost to you for our help. Our service is **FREE** to you!

So, if you're ready to stop the wallet from bleeding money to the landlord, take a few minuets to read below and reach out our way when you're done!



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CENTURY 21.
Carrie Realty



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invis
Canada's Mortgage Experts™

STEP 1 - Get APPROVED for a mortgage



The first step in our 6 step program is the most difficult and important one. MORTGAGE APPROVAL. Unless you're buying a home or condo and have a bag of cash or stash under your mattress, you're likely going to require some sort of bank financing. Most people do at every stage of their life. Even if they own their home and plan to move into a different one, the money must come from somewhere before the lawyers hand over the keys to you.

When seeking what is arguably your biggest loan ever (a mortgage) it's no wonder that lenders will be more stringent than say if you were applying for a vehicle loan or or some other small loan. There are a few basic items that ALL lenders and banks in Canada consider and thoroughly review when you are applying for a mortgage. They are:

JOB EMPLOYMENT: Lenders want to know that you're permanently employed and not on probation. If you have been at your job for at least 1 year or longer, even better. To prove your employment, you will need to provide a current (not older than 30 days) job letter from your employer. It needs to be signed by your employer or human resource person. You will also need to provide current pay stubs from your employer. Usually 2-3 recent pay stubs are a standard requirement.

CREDIT SCORE : Lenders want to see that you have developed good borrowing habits when considering lending you money. Ideally, your minimum credit beacon score should be 650 or higher. The higher the better. Your credit bureau report should be free of any late payments or collections. The latter two "blemishes" on your credit report can show for up to 7 years and could be a detriment. If you don't know your credit score, we can help at no cost to you. You can also find out your credit score by yourself at the following websites:

www.Equifax.ca, www.CreditKarma.ca or www.Transunion.ca

DOWN PAYMENT: In Canada, the federal government and Bank Of Canada require that buyers (whether you be a first time buyer or have owner 20 homes over time) have a 5% down payment if they plan on owning just one home as their primary place of residence. So, on a \$200,000 home, this would amount to \$10,000.

In addition to a minimum 5% down payment, buyers will also require to have "closing costs" - this is the cost of a lawyer and land transfer taxes every buyer must pay to the Province of Manitoba . This amount is usually in the range of 2% of the purchase price of your home.

SOURCE OF DOWN PAYMENT: Ideally, banks and lenders want to see that the down payment came from your own resources (savings). If you have the 5% down payment (or any amount higher) lenders like to see a 90 day history of that money in an account. Typically you will need to provide at least 3 months worth of personal banking statements to show that money is there.

Not everyone has 5% down. When we started in 2008, if one had very good credit, many banks would offer a 0 DOWNPAYMENT option. Post 2008, this really isn't an option. However some lenders and banks have skirted around these Bank of Canada rules with a few options for those that qualify - meaning good credit score, minimal debt. They are:

1st Time Home Buyer RRSP Program - if you have money saved toward RRSP's you can use that money for your downpayment - up to \$35,000. If you choose not to pay it back, you would be penalized from Canada Revenue Agency and taxed on this amount (since you would have realized a tax credit when you purchased them). However, you can take up to 15 years to pay the RRSP's back tax free.

Cash Back Mortgages - many people may have all the money available for a downpayment, but may not wish to use it all. Some lenders have a CASH BACK option whereby you can get a portion, or in some cases the whole down payment back once you take possession of your home. You provide the down payment upfront and then get the "cash back" after possession. The caveat is that interest rates may be slightly higher than if you used the money upfront.

Gifted Down Payment - In Canada, you can receive a monetary "gift" from immediate family members. Everyone signs a letter stating the gift is not deemed a loan and you're good to go!

Flex Down Mortgage - If you don't have a generous family member with deep pockets, but have a credit score of 680 or higher, no prior credit issues and you have minimal debt, this type of mortgage may be for you. Only a limited number of lenders offer this product - we can help. Basically, you could borrow the downpayment (we have lenders that can do this) and obtain a mortgage from a different lender or financial institution for the mortgage (only certain lenders offer this mortgage, we can help). This type of option is great for those that see the value in owning as opposed to renting and fit the criteria for this option.

The last part of mortgage pre-approval is to **determine how much you can look at borrowing** for your house purchase. This is based on who all is going on the application (just yourself or a spouse/partner ,etc). Everyone must meet the aforementioned criteria. We would take everyones income and expenses into account and provided your total debts are within a certain permissible range (usually 39%-44% of your total income - sometimes less pending your credit score). This will determine how much home you could consider purchasing and you must fit within these guidelines. No one wants you to take on more than you can afford monthly.

In addition, there are other special programs for those new to Canada, those with Manitoba Metis status and also help for those with less than perfect credit, but with a larger down payment. Enquire with us about further options.



If you have made it past the first step and gotten properly pre-qualified or pre-approved by either us or a lender of your choice, CONGRATULATIONS! The biggest loan of your life is within reach. You have worked hard to build good credit, keep good job tenure and save for a down payment! Now it's on to the good stuff - HOUSE HUNTING!

Step 2 is about creating criteria for your home search. Once you've been pre-qualified, a big part of the criteria is price. This will dictate what type of home or condo and often what areas you can look in. We would discuss what's important to you, what type of dwelling is of interest, location, features, etc. This will form your "criteria". From this point, we set you up on an automated "listings feed". You will receive via email ALL homes from ALL real estate companies that match your criteria. Just like other realtors do! The minute these listings are inputted online and go for sale, they will arrive in your inbox. These listings will include details about the properties, photos, virtual tours, videos and more. Simply click the listings and enjoy!

Not only will you be able to be privy to hot new listings as they hit the market, you'll also be privy to seeing what they sell for too! An invaluable tool in and of itself!



STEP 3 - TOUR homes

Step 3 is the fun part. After we have set up your search criteria and you're getting lists of homes with pictures and videos sent your way, you'll likely want to look at homes of interest to you. Simply call Shawn Sommers at **204-818-0707** to arrange viewings of these homes. 7 days a week, day, afternoon or evening - we can go and look at homes together. You can bring your family or friends. We can look at as many homes as you like. This program will maximize your time. The benefit of working with Shawn Sommers as your REALTOR is that it would just be yourself (and whom you bring along) and Shawn (you won't have to call 10 different realtors to look at 10 different homes). Shawn will arrange showings to you personally for ALL the home you wish to view (it's not uncommon to look at 5-10 homes over a 2-3 hour period). There won't be any home owners present, just yourself and Shawn! Our real estate board works on a "cooperative system". Meaning, Shawn Sommers can show you any and all homes of interest from ALL real estate companies. We share each others home listings to bring buyers to the seller. So, Shawn works for you to bring you to homes of interest to you and the realtor representing the seller cooperates by sharing their home for sale for all to see!

The benefit you is simple. You save time and agony! The home owner leaves during the showing. Shawn has access to the home at a set time and day and retrieves the key through a "lockbox". You would tour the home with Shawn and spend time inside inspecting and looking around. If you walk into a home and don't like it, no problem! We can leave and move on to the next one. No one would be offended!

Some buyers see a few homes and find out exactly what they like. Others may need to see several (20-30 over a period of time can be common). However, we always say, "let's circle the block a few times to know which direction you wish to go"! There's no rush and I (Shawn Sommers) will never pressure you to "buy" a home. Rather, I'm here to help you "find" the right one!



STEP 4 - INVESTIGATE the home you like

After viewing homes, you may find one you really like and wish to put an offer on it. At this point, together, we will "investigate" the home as best we can. This will include looking at the structure of the home, mechanical, heat, plumbing and electrical systems, exterior, interior, roof, windows, etc. We also want to investigate the neighbourhood. Make sure it is a good one you feel comfortable in and also good for future resale of your home when you decide. My experience as a Realtor since 2008 can help guide you in making the right decisions and not the wrong ones. I've stopped people from buying a home for the wrong reasons, even if they loved the home! You need to be mindful of not only the house, but location, area, proximity to good things like shopping, schools, parks, etc. You also need to be mindful of external factors beyond your control such as train tracks, industrial areas nearby, commercial areas, etc that may affect future resale. With more than 1000 homes sold, I've experienced enough to know when things go wrong and how to keep them right! So, rest assured, I have you covered!

The other component to investigate is the history of the home. When was it last sold? Why are the sellers selling? What have recent homes sold for in the area that are similar? This will help us determine if the seller is asking a reasonable price or if we can negotiate downward in your favour. Alternately, nice looking homes priced well attract multiple buyers causing multiple offer scenarios (bidding wars). It's ideal to avoid this, but sometimes you cannot pending market conditions and demand vs supply. Since 2008, the markets have gone from sellers to balanced to buyers markets to sellers markets and back. My experience can help you navigate those waters so you can make informed decisions.



STEP 5 - Make an OFFER on the home you like

Once we have looked at homes and investigated them, the 5th step is the "OFFER" step. If you instruct me to prepare an offer to purchase on the home you like, we have special offer forms that are standard within our province. Here, I would prepare the offer to purchase based on the educated price you wish to offer. The offer would also provide details on possession date, inclusions (appliances etc) with the home and those not included. We'd also prepare the offer to protect you as well. Your offer will likely be conditional upon final bank/lender approval, possibly a home inspection (which we could arrange for you) and any other reasonable conditions the seller may be willing to grant. My job as a realtor is to deliver the offer to seller (or sellers realtor) in a timely manner and negotiate on your behalf until an agreement is made between yourself and seller favourable to each of you.

Once these conditions are "satisfied" -(ie: bank approval and/or home inspection) - then you and the seller have a "firm deal". Meaning, you have a contractual agreement to each other. On possession date, you agree to move in and provide money for the sale of the home to the seller. Your lawyer will make these arrangements. Myself and my office can take care of all the details, including sending paperwork to your bank/lender, arranging a lawyer of real estate law (if you don't have one) and more. You don't have to think about or about much of anything. We have you covered if you like with mortgage brokers, home inspectors and lawyers providing preferred service to our buyers!



STEP 6 - Move into your NEW home

If you have gotten this far (and you will), CONGRATS! The final step is step 6 - your NEW home on possession date. At this point, you have been through a lot! Time to enjoy (after move in day of course)!

On possession date, I strongly encourage buyers to thoroughly look through your new home. Check the home to ensure everything is as it was at time of inspection or when we viewed them home. As a buyer, this would be your expectation and the promise on an offer from the seller to you. You want to ensure your appliances are in working order, mechanical, electrical, plumbing and heating systems are working properly. If the seller promises on an offer to purchase that these will be working (and they are not) - you call ME! Generally on possession date we ask on an offer that the seller make these promises. If they are defective, you generally have some recourse via myself and your lawyer. If you wait days after possession date, you likely will NOT have any recourse. So, the possession date is a fun and glorious day, but you also want to be prudent and inspect as well!

After your move in, you can feel assured that we won't leave you hanging! I want you to know you made a great decision with your home purchase. If not, I am here to help! Buy your next home with confidence as I offer (a Manitoba exclusive) **12 MONTH BUYER SATISFACTION GUARANTEE**. It's quite simple. If for any reason you're unhappy with your new home within the 1st 12 months - I will get it on the market and waive my normal list end listing fees and sell your home FOR FREE! I hope we can avoid that, but if you're unhappy or even something in your life has changed (job loss, relationship change, etc. prompting the need to sell) - I am here for you!

What Next? Call Us at **204.818.0707**
or fill out the online mortgage pre-qualifier (it takes 3 minutes) at the website below. We will get your info and provide your mortgage pre-qualification amount (based on the info provided) within 24 hours or less!
NO COST OR OBLIGATION!

Visit the link below

www.Mortgages.WinnipegHouseInfo.com

Our help is always
FREE & without obligation!

